



1Q 2011 Presentation

Oslo, April 27, 2011

Trond Williksen, CEO

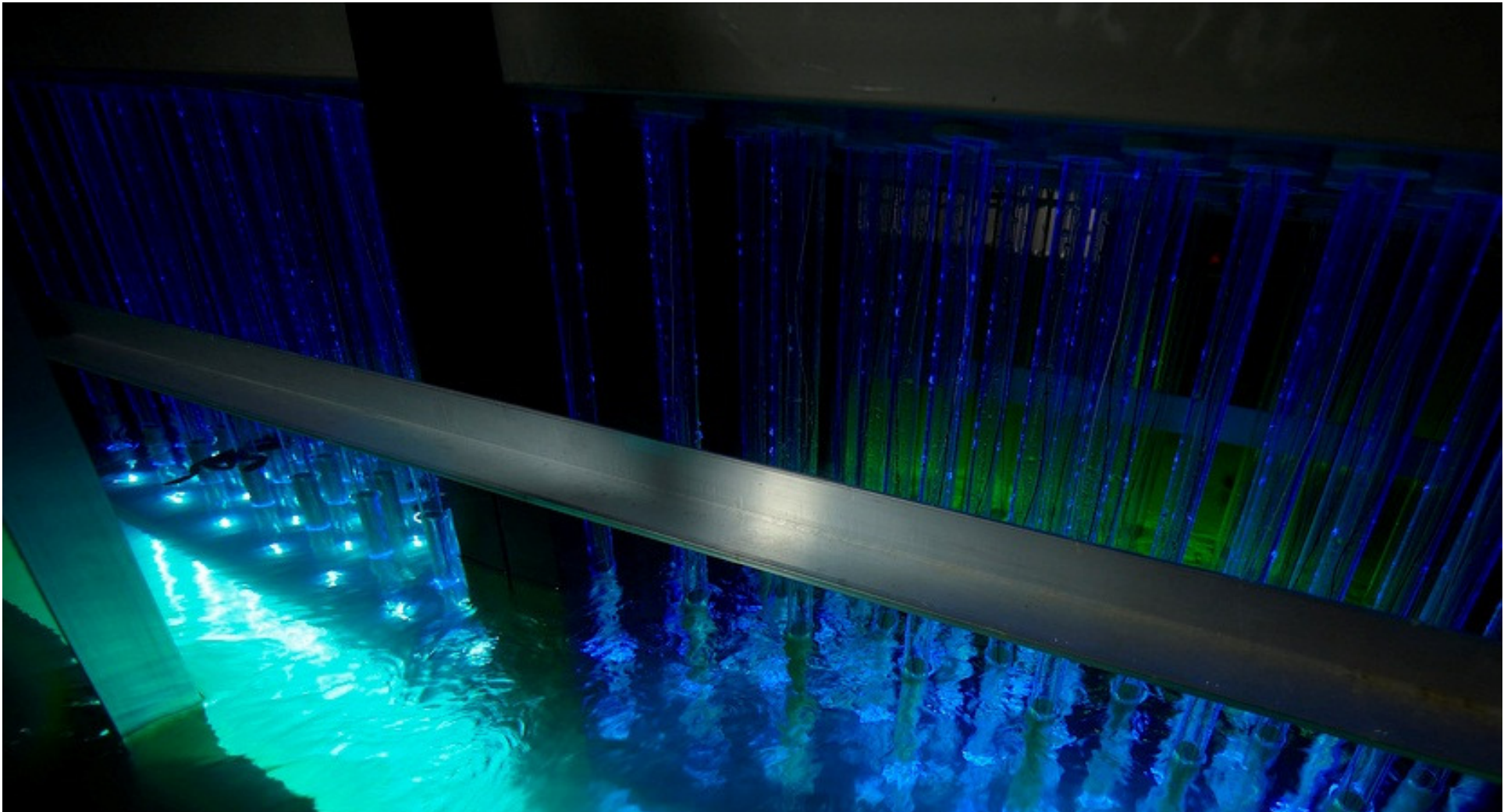
Morten Nærland, CFO



Agenda



- Highlights Q1 2011
- Financials Q1 2011
- Way forward
- Q & A



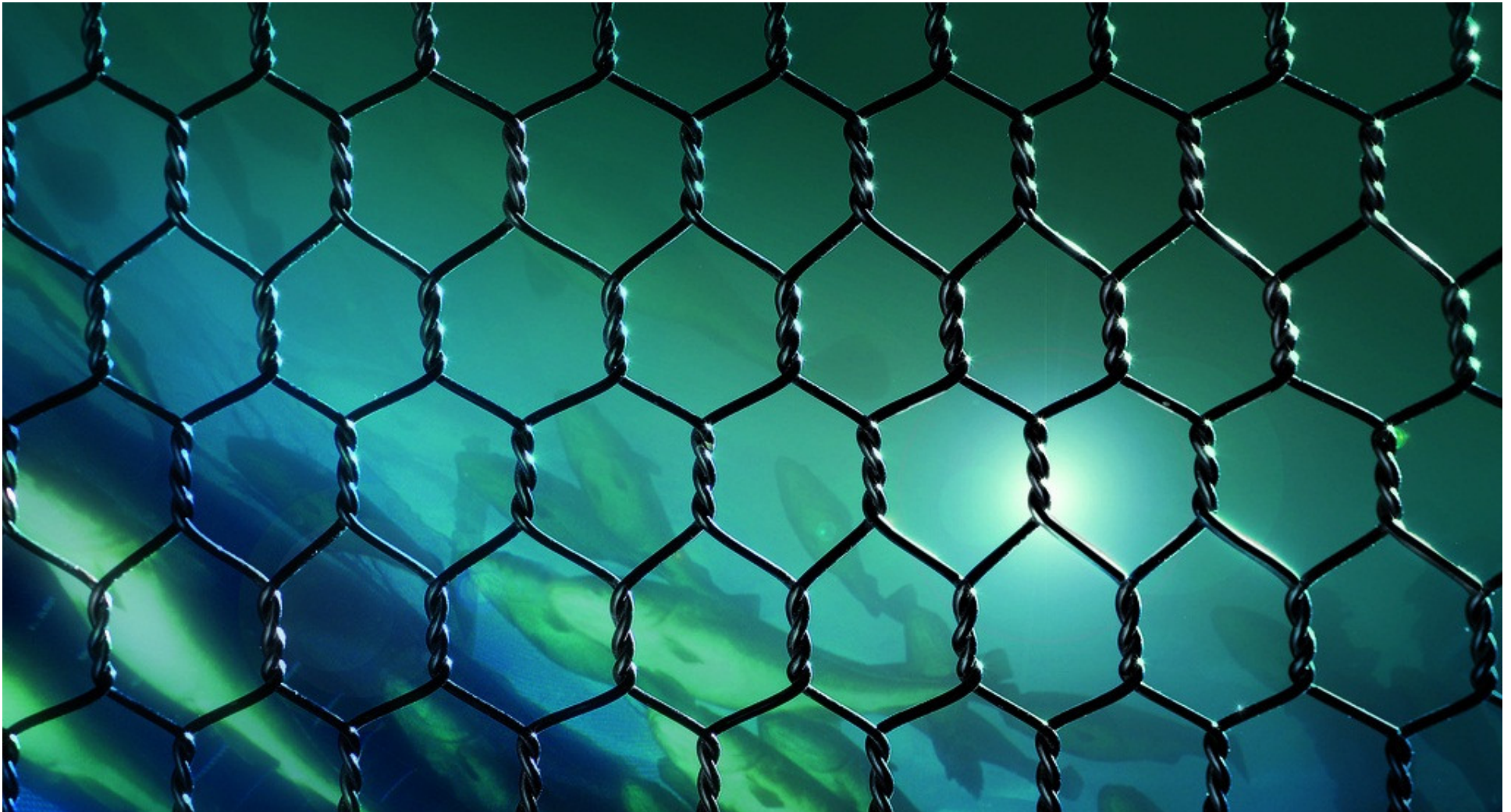
Highlights



Turning the tide



- Momentum in operations – growth in revenues
 - Revenues of 253,4 MNOK in 1Q 2011 compared to 158,0 MNOK in 1Q 2010
- Profits after two years of losses
 - EBITA of 22,8 MNOK in 1Q 2011 compared to 0,5 MNOK in 1Q 2010
 - EBIT of 15,0 MNOK in 1Q 2011 compared to minus - 7,0 MNOK in 1Q 2010
- Continued focus on cost, improving project management and customer service
- Focus on repositioning and long term development of AKVA as leading technology partner
- BoD propose rights issue to strengthen balance sheet, to gain momentum in development and positioning of AKVA for the future



1Q 2011 Financials





1Q Financials – P&L group

P&L 2011 (MNOK)	2011 1Q	2010 1Q	2010 Total
OPERATING REVENUES	253,4	158,0	742,5
Operating costs ex depreciations	230,5	157,5	752,4
EBITDA	22,8	0,5	-9,9
Depreciation	7,8	7,5	31,0
EBIT	15,0	-7,0	-40,9
Net interest expense	-3,1	-2,4	-12,0
Other financial items	-0,1	0,2	2,0
Net financial items	-3,3	-2,2	-9,9
EBT	11,8	-9,2	-50,9
Taxes	1,7	-3,8	-13,3
NET PROFIT	10,1	-5,3	-37,6
Revenue growth	60,3 %	3,7 %	23,9 %
EBITDA margin	9,0 %	0,3 %	-1,3 %
EPS	0,59	-0,31	-2,19

➔ 1Q Financials – P&L comments



- 1Q operating revenues 253.4 MNOK vs 158.0 MNOK last year
 - Growth in all business segments
- High activity on deliveries for HW in Norway and Chile
- Significant increase in activity in the Chilean market
 - Operating revenues in 1Q11 about 5 times the revenue level in 1Q10
- Software shows good development in professional services in Norway
- Improvement in RAS

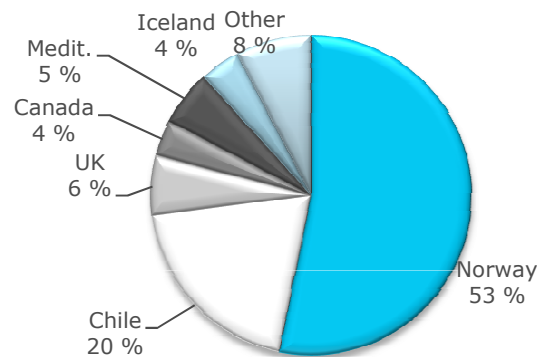


1Q Financials – P&L segments

P&L 2011 (MNOK)	2011 1Q	2010 1Q	2010 Total
HARDWARE			
OPERATING REVENUES	199 061	117 936	574 480
Operating costs excluding depreciations	180 700	115 357	557 631
EBITDA	18 361	2 579	16 849
Depreciation	5 711	4 644	19 723
EBIT	12 650	-2 065	-2 874
SOFTWARE			
OPERATING REVENUES	30 146	25 919	106 075
Operating costs excluding depreciations	25 339	23 461	97 075
EBITDA	4 807	2 458	9 000
Depreciation	1 772	2 618	10 035
EBIT	3 034	-160	-1 034
RAS			
OPERATING REVENUES	24 168	14 168	61 966
Operating costs excluding depreciations	24 498	18 685	97 731
EBITDA	-330	-4 517	-35 765
Depreciation	310	248	1 272
EBIT	-641	-4 765	-37 037

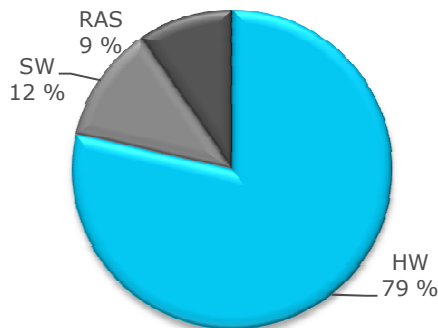
Market Segments

Geographic segments 1Q 2011



- Norway is the dominating segment
- Chile's revenues were 5 times the revenue in 1Q last year

Product Group Segments 1Q 2011

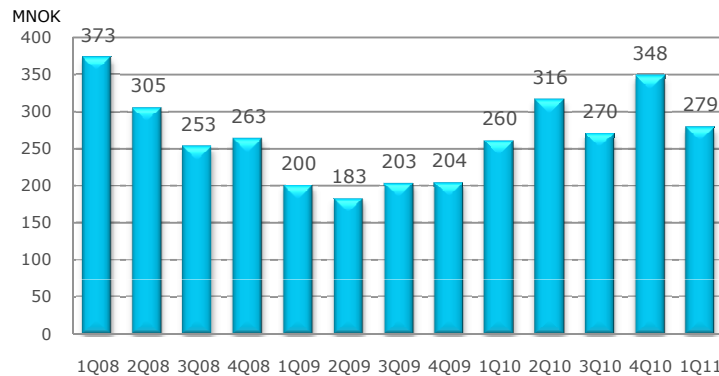


- HW= Hardware deliveries and services
Cages, barges, Feed Systems and other operational systems
- SW = Software and software systems
- REC = Recirculation systems



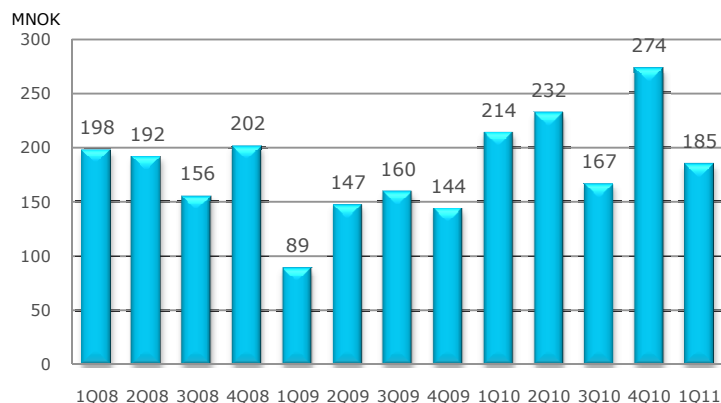
Order backlog and inflow

Order backlog (MNOK)



- The order backlog was 279 MNOK at the end of 1Q.
- Up 7,3 % over 2010

Order inflow (MNOK)

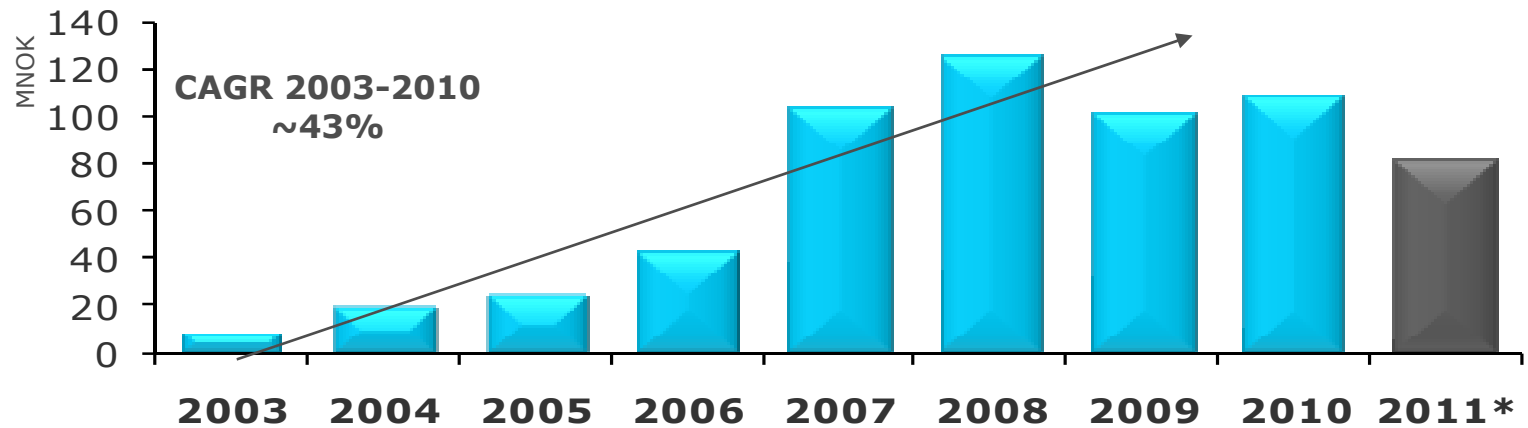


- 1Q marked by high production
- Total order inflow in 1Q 2011 was 185 MNOK vs. 214 MNOK in 2010.
- Growth in order inflow in March



New markets

AKVA group revenues within other species



* Sales and order backlog for delivery in 2011 per 1Q2011.

- The positive development within other species than salmon continued going into 2011.



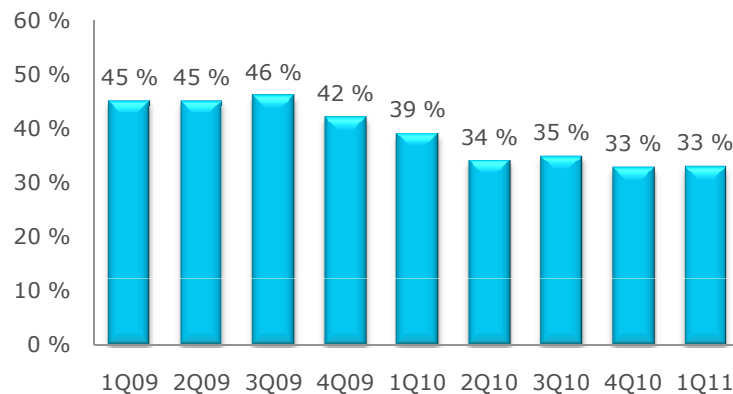
Balance Sheet

BALANCE SHEET (MNOK)	2011 31.03.	2010 31.03.	2010 31.12.
Intangible fixed assets	210,9	216,1	215,9
Fixed assets	38,5	38,0	41,6
Long-term financial assets	37,7	30,0	39,4
FIXED ASSETS	287,1	284,1	297,0
Stock	171,2	133,3	157,7
Trade receivables	221,4	152,4	177,8
Other receivables	-4,4	27,6	19,6
Cash and cash equivalents	28,1	43,6	43,2
CURRENT ASSETS	416,3	356,9	398,2
TOTAL ASSETS	703,4	641,0	695,2
Paid in capital	267,1	267,1	267,1
Retained equity	-35,7	-16,7	-39,5
TOTAL EQUITY	231,3	250,4	227,6
Other long term debt	1,7	5,5	2,4
Long-term interest bearing debt	128,3	150,7	134,5
LONG-TERM DEBT	130,0	156,2	136,9
Short-term interest bearing debt	64,1	26,7	77,3
Other current liabilities	278,0	207,7	253,5
SHORT-TERM DEBT	342,1	234,4	330,8
TOTAL EQUITY AND DEBT	703,4	641,0	695,2
<i>Equity ratio</i>	32,9 %	39,1 %	32,7 %
<i>Net interest bearing debt</i>	164,2	133,9	168,6
<i>Net working capital</i>	110,2	105,6	101,6



Financial position

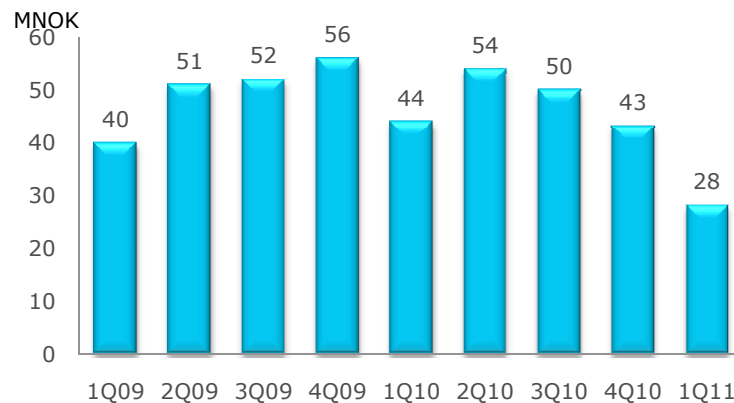
Equity (%)



Equity:

- Equity of 32.9% en 1Q
- Waiver extending through 2Q 2011 related to the financial covenants

Cash balance (MNOK)



Cash Position:

- Total available cash 56 MNOK end of 1Q



Cash flow statement

CASH FLOW STATEMENT (NOK 1 000)	2011 1Q	2010 1Q	2010 Total
Net cash flow from operational activities	9 642	11 760	-793
Net cash flow from investment activities	-4 772	-4 194	-23 175
Net cash flow from financial activities	-19 891	-22 156	8 966
Net cash flow	-15 021	-14 590	-15 002
Cash and cash equivalents at the beginning of the period	43 159	58 161	58 161
Cash and cash equivalents at the end of the period	28 138	43 571	43 159

- Investments in 1Q were 4.8 MNOK whereof 2.6 MNOK is capitalized R&D expenses in accordance with IFRS.

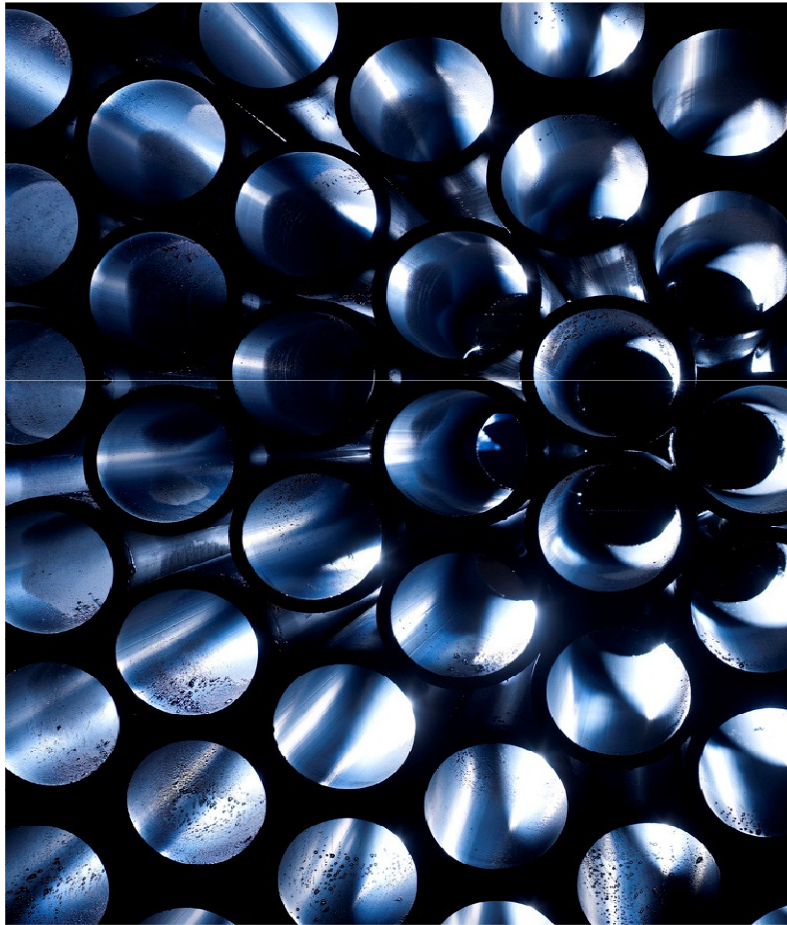


 Way ahead





Cautious optimists



- Market fundamentals in main market - the salmon industry - are good and are expected to remain so throughout the year
- The Chilean market developed well in 1Q and business volume in 2011 should be well over 2010 level unless there is a setback in the sanitary situation
- Other markets shows positive development
- Seasonal variations will impact revenue throughout the year
- Strong focus on cost, improvements in project management and customer service



Focus – long term positioning of AKVA group



- Long term development of AKVA as a leading technology partner to the aquaculture industry
- Focus on main markets – gradual development in new markets
- Aiming for a robust business model
- Partner in solving the challenges in the salmon industry
- Structured investments in core products and business areas



Rights issue

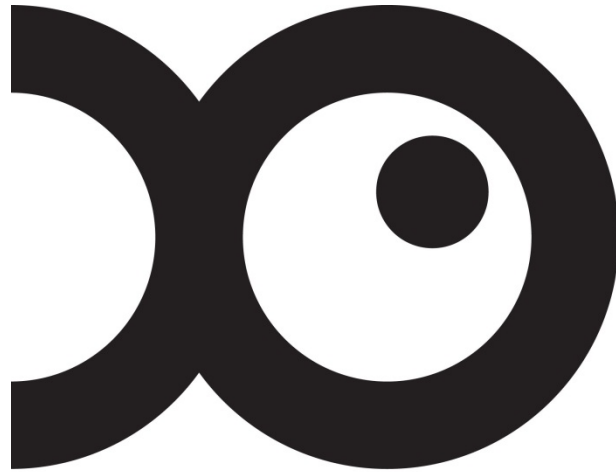


- The Board will ask the General Assembly for an authorization to increase the share capital
- The intention is to carry out a rights issue in June of app. NOK 94.7 mill.
- The purpose of the rights issue is to strengthen balance sheet, to gain momentum in development and positioning of AKVA for the future
- The rights issue is fully underwritten by a consortium of shareholders at an issue price of NOK 11.00
- The subscription rights will be tradable on Oslo Stock Exchange in the subscription period



 Q & A





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